67.40/2: 985/48

EXPORTBRIEFS

United States Department of Agriculture

Foreign Agricultural Service

These export opportunities for U.S. food & agricultural products have been gathered by agricultural and other U.S. government officers serving abroad. The USDA does not guarantee the reliability of the overseas inquirer. For further information, contact the foreign firm originating the inquiry.

Products Sought by Foreign Buyers

December 5, - 11, 1985

ALOE VERA JUICE (JAPAN). Specific quantities and delivery schedule to be decided later. Quality. Best. Other Req. Sample requested. Packaging: Retail and or institutional. Quote: FOB. Bank Ref: Bank of Okinawa, Matsushiro Branch, Naha-shi. CONTACT: Mr. Kunio Iraha, Iraha Co., Ltd., 2-1-428, Matsukawa 3-chome, Naha-shi, Okinawa-ken. Phone: (0988) 53-8890. (WK 50, TOFAS 0330)

BAKERY PRODUCTS, CANDIES, CHOCOLATE PRODUCTS (UNITED ARAB EMIRATES). QUANTITY: TO BE SPECIFIED. QUALITY: HIGHEST. PACKAGING: RETAIL AND CATERING PACKS. DELIVERY. ASAP. OTHER REQ: PRODUCTS SHOULD BEAR ARABIC TRANSLATION OF THE ORIGINAL LABELS SHOWING PRODUCTION/EXPIRY DATES. QUOTE: CANDF SHARJAH AND DUBAI. BANK REF. AMERICAN EXPRESS BANK, DUBAI. CONTACT: MR.WAFIK GABRA, AL OUFOUK COMPANY, P.O.BOX 2097, SHARJAH, U.A.E. TELEX: 68422. (WK 50/TOFAS 0001)

BEEF JERKY (JAPAN). Specific quantities and delivery schedule to be decided later. Quality: Best. Packaging: Retail. Quote: FOB. Bank Ref: Mitsubishi Bank, Osaka Nishi Branch, Osaka. CONTACT: Mr. Naonobu Yasugi, 1-10-2, Awaza, Nishi-ku, Osaka-shi. Phone: (06)531-3687. (WK 50/TOFAS 0325)

BISCUITS, CHOCOLATES AND CHOCOLATE PRODUCTS, AND ICE CREAM (JAPAN). Specific quantities and delivery schedule to be decided later. Quality: Best. Packaging: Retail. Quote: FOB. Bank Ref: Mitsui Bank, Sukiyabashi Branch, Tokyo. CONTACT: Ms. Naoko Yokoyama, Ginza Fugetsu-Do Co., Ltd., 6-6-1, Ginza, Chuo-ku, Tokyo, Japan. Phone: (03) 571-0520. (WK 50/TOFAS 0332)

CANNED FRUIT JUICES, FROZEN MEALS, NON ALCOHOLIC BEVERAGES, JAMS AND JELLIES, FROZEN VEGETABLES, CORN AND COOKING OILS, HONEY (UNITED ARAB EMIRATES). QUANTITY TO BE SPECIFIED. QUALITY: HIGHEST. PACKAGING: RETAIL AND CATERING PACKS. DELIVERY: ASAP. OTHER REQ: PRODUCTS SHOULD BEAR ARABIC TRANSLATION OF THE ORIGINAL LABELS SHOWING PRODUCTION, EXPIRY DATES. QUOTE: CANDF SHARJAH AND DUBAI U.A.E. BANK REF: AMERICAN EXPRESS BANK, DUBAUI. CONTACT: MR.WAFIK GABRA, AL OUFOUK COMPANY, P.O.BOX 2097, SHARJAH, U.A.E. TELEX: 68422 OUFOUK EM. PHONE: 377677/373444. (WK 50/TOFAS 0085)

AIMS

Issued weekly by the Agricultural Information and Marketing Services, Foreign Agricultural Service, USDA, Room 4645-S, Washington, D.C., telephone (202) 447-7103.

CHOCOLATES AND CHOCOLATE PRODUCTS (JAPAN). Specific quantities are not determined, however, expected to be substantial. Quality: Best. Packaging: Retail. Delivery: Immediate by surface shipment. Quote: C&F. Bank Ref: Dai-ichi Kangyo Bank, Nihonbashi Branch, Tokyo. CONTACT: Mr. Mitsuru Kobayashi, Shinsho Corporation, 1-2-5, Nihonbashi, Chuo-ku, Tokyo, Japan. Telex. 222-3426 SINSHO J. Cable: TRADESHINSHO TOK. Phone: (03)276-2389. (WK 50/TOFAS 0030)

CORN (SAUDIA ARABIA). Quantity: 10,000 MT. Quality: U.S.Grade # 3. Packaging. Bulk. Delivery: Late January 1986. Quote: C&F Jeddah/Dammam. Bank Ref. Al-Jazirah Bank. CONTACT: S.M. Bamaroof, Bamaroof Development Corp, P.O. Box 1195, Jeddah 21431, Saudi Arabia. Telex: 402326 BDC SJ. Phone. 642-0456/644-7187. (WK 50/TOFAS 0058)

CORN (YEMEN ARAB REPUBLIC). Quantity: 200 MT. Quality: U.S. Grade # 3. Packaging. 50 kilo jute bags. Delivery: Immediately. Quote: C&F Mocha. Bank Ref: Yemen Bank for Reconstruction & Development. CONTACT: Mohd Bashraheel, Bilquis Poultry Co. Ltd, P.O. Box 6858, Taiz, Yemen Arab Republic. Telex: 8860 BIPOU YE. Phone: 04-213358. (WK 50/TOFAS 0059)

CORN GLUTEN MEAL (TAIWAN). Quantity: Container basis. Quality: 60 percent protein. Packaging: Paper bags. Delivery: ASAP. Quote: CIF or C&F Kaohsiung, Taiwan. Bank Ref: Overseas Chinese Commercial Banking Corporation, Tainan Branch, A/C #8387. CONTACT: Mr. H. K. Chein, General Manager, Feng I Trading Co., Ltd., 17 Alley 66 Lane 526 Tatung Road, Tainan, Taiwan. Phone: (06) 267-3047. Cable: FENGI TAINAN. (WK 50/TOFAS 0236)

DATES (JAPAN). Specific quantities are not determined, however, expected to be substantial. Quality: Best. Packaging: Institutional. Delivery: Immediate by surface shipment. Quote: C&F. Bank Ref: Taiyo Kobe Bank, Muro-machi Branch, Tokyo. CONTACT: Mr. Tadayoshi Noda, Asahi Sansho Co., Ltd., c/o Sofia Ochanomizu Bldg., 4-3, 2-chome, Yushima, Bunkyo-ku, Tokyo, Japan. Telex. AVHSALES J 27296. Phone: (03) 814-4911. (WK 50/TOFAS 0333)

DATES (SAUDIA ARABIA). Quantity: 2000 MT. Quality: First grade & low grade dates. Packaging: Different sizes of carton packages. Delivery: ASAP. Other Req. Contact inquirer. Quote: C&F Dammam. Bank Ref: Al-Bank Al-Saudi Al-Hollandi, Dammam. CONTACT: Ibrahim Al-Motlak, Ash-Sharqiyah Agricultural Development Co., P.O. Box 7118, Dammam 31462, Saudi Arabia. Telex. 603030 SHADCO SJ. Phone: 827-1816/827-5386. (WK 50/TOFAS 0060)

EXOTIC MEATS (BELGIUM) Wants exotic meats: buffalo meat, rattlesnake meat and deer meat (venison). Quantity: Buffalo meat: 500 kg. Size of packaging: 5 to 10 kg Quote: CIF Antwerp. CONTACT: Mr. John Early, Apple Enterprises PVBA, Frankrijklei 18, 2000 Antwerp, Belgium. Phone: 3/233.89.06. (WK 50/TOFAS 0042)

FILBERTS (IN-SHELL AND SHELLED), DRY BEANS (WEST GERMANY). Quantity: FCL quantities. Quality: Top. Packaging: Bulk and retail. Delivery: ASAP. Quote: FOB U.S. plant. Bank Ref: Deutsche Bank Hamburg. CONTACT: Mr. Norbert Ravenborg, Standard Uebersee KG, Rothenbaumchaussee 3, D-2000 Hamburg 13, West Germany. Phone. (040) 44 10 41. Telex: 211 596. (WK 50/TOFAS 0104)

FRESH APPLES, FRESH GRAPES (UNITED ARAB EMIRATES). QUANTITY: ONE 40 FT. CONSOLIDATED CONTAINER. QUALITY: APPLES: FANCY & EXTRA FANCY RED DELICIOUS & YELLOW APPLES. GRAPES.THOMPSON SEEDLESS & RED GRAPES WITH SEEDS. PACKAGING: APPLES: 100 & 113 COUNT CARTONS; GRAPES: 10 KILO WOODEN BOXES. DELIVERY: ASAP. OTHER REQ: FIRM REQUESTS OFFERS FROM WEST COAST EXPORTERS ONLY. QUOTE: CIF ABU DHABI (U.A.E.). BANK REF: PARIBAS BANK, ABU DHABI. CONTACT: MR.SALEH AHMED KHAN, BUTI ZNAID AL-ZNAID, P.O.BOX 6151, ABU DHABI, UAE. TELEX: 23075 BEST. PHONE: 825395. (WK 50/TOFAS 0083)

FRESH CHERRIES AND ONIONS (JAPAN). Specific quantities and delivery schedule to be decided later. Quality: Best. Packaging: Institutional. Quote. C&F. Bank Ref: Fuji Bank, Koshigaya Branch, Koshigaya-shi. CONTACT: Mr. Hirokazu Shimano, K.K Kurei, 3852-7, Oaza Gamo, Koshigaya-shi, Saitama-ken. Phone: (0489) 87-1979. (WK 50/TOFAS 0001)

FRESH FROZEN ABALONE, BLACK COD, HALIBUT AND OCEAN PERCH (JAPAN). One container for the first shipment. Quality: Best. Packaging: Institutional. Delivery: Immediate by surface shipment. Quote: C&F. Bank Ref. Tokai Bank, Yokkaichi Branch, Yokkaichi-shi. CONTACT: Mr. Tsutomu Ohta, Kohyo Co., Ltd., 5-4-19, Shinsho, Yokkaichi-shi, Mie-ken. Telex: 4948-241 KOHYO J. Cable: KOHYO YOKKAICHI. Phone: (0593)54-5411. (WK 50/TOFAS 0326)

FRESH MUSHROOMS (JAPAN). Specific quantities and delivery schedule to be decided later. Quality: Best. Packaging: Institutional. Delivery: Air and or surface shipments. Quote: FOB. Bank Ref: Sanwa Bank, Higashi Ebisu Branch, Tokyo. CONTACT: Mr. Naoto Seto, Tokyo Industry Co., Ltd., c/o Ozawa Bldg., 15-8, Higashi 3-chome, Shibuya-ku, Tokyo, Japan. Telex: J. 25893 TIC TOKYO. Phone: (03)409-1536. (WK 50/TOFAS 0328)

FROZEN CONCENTRATED GRAPEFRUIT JUICE, GRAPE JUICE AND APPLE JUICE (JAPAN). 50 to 100 MT per year. Quality: Best. Packaging: Institutional (Steel drums with inner triple poly bags). Delivery: Immediate by surface shipment. Quote: FOB and or C&F. Bank Ref: Norin Chukin Bank, Ohte-machi Branch, Tokyo. CONTACT. Mr. Yutaka Yamamoto, UNICOOPJAPAN, c/o Coop Bldg., 1-12, Uchikanda 1-chome, Chiyoda-ku, Tokyo, Japan. Telex: J. 22809 UNICOOP. Cable: UNICOOPJAPAN TOKYO. Phone: (03)296-8983. (WK 50/TOFAS 0331).

HARDWOOD LUMBER (JAPAN). One container for the first shipment. Quality: Best. Packaging. Appropriate for export. Delivery: Immediate by surface shipment. Quotations: C&F and/or CIF. Bank Ref: Sumitomo Bank, Shizuoka Branch, Shizuoka-shi. CONTACT. Mr. Toshiaki Fujii, Kimpara & CO., Ltd., 209, Inomiya-cho, Shizuoka-shi, Shizuoka-ken, Japan. Telex: 03965824 STPA J ATTN KIMPARA. Cable. "KIMPARA SHIZUOKA." Phone: (0542)-71-6643. (WK 50/TOFAS 0335)

HEALTH FOODS, POLLEN (TAIWAN). Quantity, Quality & Packaging: To be negotiated. Delivery: Regular shipment, starting from January 1986. Quote: CIF keelung, Taiwan. Mailing Address: P.O. Box 1019 Taipei. Bank Ref: The Taipei City Bank, Foreign Department. CONTACT: Jackson Chen, President, Goodwill Company. Limited, 8F-1, 16, Sec, Nanking East Rd, Taipei, Taiwan. Telex: 28768 CONCO. Phone: (02) 760-3117. (WK 50/TOFAS 0233)

HERB TEA INCLUDING ALMOND TEA (JAPAN). Specific quantities and delivery schedule to be decided later. Quality: Best. Packaging: Institutional and retail packaging. Quote: FOB. Bank Ref: Matsui Bank, Shibuya Branch, Tokyo. CONTACT: Mr. Ichiro Machida, Taiyo Trading Co., Ltd., c/o Palm Bldg., 20-2, Hon-machi 1-chome, Shibuya-ku, Tokyo, Japan. Telex: 27863. Phone: (03)377-4761. (WK 50/TOFAS 0325)

JOINT VENTURE (GREECE). GREEK INVESTOR IS INTERESTED TO ESTALISH A FRUIT AND VEGETABLE REFRIGERATION UNIT, IN PELOPONESOS NEAR ARGOS. PRODUCTS TO BE PRESERVED ARE MOSTLY ORANGES, APRICOTS AND ARTICHOKES. A U.S. FIRM IS NEEDED WHICH WILL PROVIDE THE KNOW-HOW , THE MECHANICAL REFRIGERATION EQUIPMENT, PREPARE FEASIBILITY STUDY AND IN GENERAL BE CAPABLE TO OFFER TECHNICAL ADVICE AND SERVICES ON A TURN KEY BASIS. CONTACT: MR. DIMITRIS SCHINAS, D. SCHINAS, 71-73, ACADIMIAS ST., GR 106 78, ATHENS, GREECE. PHONE: (01) 3616066; (01) 3616483.

LIVE EGGS OF SOCKEYE SALMON (JAPAN). 100,000 eggs for first shipment. Quality: Best eyed eggs for incubation for research purposes. Delivery: Immediate delivery by air shipment. Packaging. Appropriate for export. Quote. CIF. Bank Ref: Fuji Bank, Aizuwakamatsu Branch, Aizuwakamatsu-shi. CONTACT Mr. Su Ki Chung, Hoshikai Co., Ltd., c/o TBR Bldg., 5-7, Koji-machi, Chiyoda-ku, Tokyo, Japan. Phone: (03)262-8858. (WK 50/TOFAS 0327)

LOGS (DOUGLAS FIR, SITKA SPRUCE, WESTERN HEMLOCK, WESTERN RED CEDAR, ALASKA YELLOW CEDAR AND OAK) (TAIWAN). Quantity, quality & delivery: To be negotiated. Packaging: bulk. Quote: C&F Kaohsiung port, Taiwan. Bank Ref: The First Commercial Bank, Hsin Hsing Branch and The Hua Commercial Bank, Poia Branch, Kaohsiung. CONTACT: Mr. Chiang-Lin Mon Shen, G. M., Chih Fa Enterprises Co., 3F, 478 Chung Cheng First Road, Kaohsiung, Taiwan. Telex. 73516 CHIHFA. Phone. (07) 751-3166. (WK 50/TOFAS 0234)

A) MINERAL SALT LICKS, B) DAIRY GOAT (TAIWAN). Quantity: A) To be negotiated, B) 100 head. Quality: A) Top grade B) Sanny; pregnat. Packaging: A) Bags B) Air freight. Delivery: ASAP. Quote: CIF Kaohsiung, Taiwan. Bank Ref: The Chang Hua Commercial Bank, San Ming Branch, A/C #01-06694-0. CONTACT. Ms. Nicole Lee, Manager, Nic-Can Trading Co., Ltd., 101 Pa-Teh 2nd Road, Kaohsiung, Taiwan. Telex: 71516 ILLI. Cable: "NIC-CAN" KAOHSIUNG. Phone: (07) 221-1221. (WK 50/TOFAS 0231)

MUSTARD FLOUR, DEODORIZED FOR USE AS AN EMULSIFIER (SWEDEN). QUANTITY: CONTAINERLOADS. CONTACT: MR. TORE GARSTAM, TORE GARSTAM AB, P.O. BOX 14039, S-400 20 GOTHENBURG, SWEDEN. TELEX: 2232. PHONE: 031/83 01 10. (WK 50/TOFAS 0001)

PIG TAILS IN BRINE (PORT-OF-SPAIN). QUANTITY: 40,000 PAILS OR BUCKETS. PACKAGING: PAILS OR BUCKETS. QUOTE: CIF TRINIDAD. OTHER REQ: ENGLISH LANGUAGE. BANK REF: BANK OF NOVA SCOTIA, CHAGUANAS, TRINIDAD, W.I. CONTACT: SONNY KJX DHUN, DHUSON DISTRIBUTING AGENCIES, 87 PIERRE ROAD, FELICITY, CHAGUANAS, TRINIDAD, W.I. (WK 50/TOFAS 0136)

POTATO STARCH (GREECE). GREEK FIRM IS AN IMPORTING COMPANY OF POTATO STARCH AND OTHER RAW AND/OR FURTHER PROCESSED PRODUCTS, USED BY THE FOOD INDUSTRY. THEY ARE NOW INTERESTED IN ESTABLISHING THEIR OWN POTATO STARCH PRODUCTION UNIT, OF A CAPACITY 2 MT/HOUR. THEY ARE SEEKING FOR AN AMERICAN FIRM WHICH CAN PROVIDE EXPERTISE AND EQUIPMENT ON A TURNKEY OPERATION BASIS. PROJECT IS FOUNDED BY THE EUROPEAN COMMUNITY. BANK REF: COMMERCIAL BANK OF GREECE, AGHIA TRIAS, PIRAEUS. CONTACT: MEMELAOS GEOTIS CO., 8, HYDRAS STREET, GR 183 40 MOSCHATO, PIRAEUS, GREECE. PHONE: (01) 4815130, (01) 4819647, (01) 4817867. TELEX: 213826 MEYO GR. (WK 50/TOFAS 0186)

PULSES AND LENTILS (GREECE). GREEK FIRM IS INTERESTED IN IMPORTING APPROX. 3,000 MT OF PULSES ANNUALLY (MOSTLY BEANS AND LENTILS). PACKAGE: IN BAGS OR IN BULK. QUOTE: CIF AND FOB VALUES. BANK REF: AMERICAN EXPRESS, PIRAEUS BRANCH. CONTACT. MR. EMMANUEL CHRONOPOULOS, KARAGEORGIOU BROTHERS A.E.B.E., 235, THIVON ST., GR 184 54 NIKEA, PIRAEUS, GREECE. PHONE: (01) 4930340. TELEX: 211853 ALFA: (WK 50/TOFAS 0185)

ROUND RICE (BELGIUM) Wants Californian round rice- calrose, Quantity: Full container load. Quality: First. Packaging: 25 kg or 50 kg. Quote: CIF Antwerp. Delivery. ASAP. CONTACT: Mrs. Tania Wells, Wells & Mommaerts PVBA, Noorderlaan 123, 2000 Antwerp, Belgium. Phone: 3/542.21.80. Telex: 31826. (WK 50/TOFAS 0041)

SEEDLESS RAISINS (KOREA). Quantity: 250 MT. Quality: Thompson type, USDA C or better, size, smallest size & medium size. Packaging: 30 lbs bulk pack/standard export carton. Delivery: February, 1986. Other Req: Need price quotes immediately. Quote: FOB. Bank Ref: Hanil Bank, Seosomun Branch. CONTACT: Mr. Y.S. Kim or Mr. J. Park, Gil Industrial Co., Ltd., Room 601, Dongyang Bldg., 34-7, Jeong-dong, Chung-ku, Seoul, Korea. Telex: K25298 GILIND. Cable. GANDDC SEOUL. Phone: 757-1531/5. (WK 50/TOFAS 8580)

SHELLED PEANUTS, SHELLED ALMONDS (UNITED ARAB EMIRATES). QUANTITY: 200-250 METRIC TONS ANNUALLY IN REGULAR SHIPMENTS. QUALITY: PEANUTS UNBLANCHED RAW PEANUT KERNELS (WITHOUT SHELLS) COUNT 38/42. ALMONDS RAW ALMONDS (WITHOUT SHELLS) COUNTS 20/22 AND 22/24. PACKAGING: IN EXPORT BAGS. DELIVERY: ASAP. OTHER REQ: PACKING/EXPIRY DATES TO BE CLEARLY PRINTED ON BAGS. QUOTE CANDF DUBAI,U.A.E.. BANK REF: UNITED ARAB BANK,DUBAI , U.A.E.. CONTACT: MR.ADLI HAMDAN, BEST FOODS COMPANY, P.O.BOX 10602, DUBAI, U.A.E. TELEX: 48430 BEST EM CABLE: BECOP-DUBAI. PHONE: 257585 AND 259045. (WK 50/TOFAS 0084)

SOFT DRINKS FRUIT JUICE (TAIWAN). Quantity: Container basis: Quality: carbonated water w/different flavors. Delivery: To be negotiated. Packaging: Cans. Quote: FOB or C&F. Bank Ref: The 1, Kaohsiung and Overseas Chinese Commercial Banking Corp, 111 Wu Fu 4th Road, Kaohsiung. CONTACT: Ms. Tsoy, Nung Cheng Trading Co., Ltd., 184 Chu Kuang Street, Kaohsiung, Taiwan. Telex: 71155 TAIGOLD. Cable: "NONG JENG" KAOHSIUNG. (WK 50/TOFAS 0235)

SOFT FROZEN YOGHURT, YOGHURT POWDER FOR FASTFOOD AND CATERING (SINGAPORE). Quality. Top quality. Packaging. Plastic containers - 10 gallons or about. Quote. FOB basis. Bank Ref: Hong Kong & Shanghai Bank. CONTACT: Charles Ong, Ben Foods, 230B Pandan Loop, Singapore 0512. Telex: RS 22003 BENICO. Phone 7780655. (WK 50/TOFAS 0035)

SOYBEANS (EGYPT). Quantity: 50,000 MT. Quality: U.S. soybeans No. 2 yellow. Delivery: Immediate. Quote: C&F Alexandria and FOB bulk and bagged. Bank Ref. Feisal Islamic Bank, Corniche El Nil, Cairo, Egypt. CONTACT. Mr. Mohamed Abo El Fatah, Nadir Khan Import and Export Industry, 3, Michael Lotfallah Street, Zamalek, Cairo, Egypt. Phone: 3418928. Telex: 23055 REHAB UN. (WK 50/TOFAS 0086)

SOYMEAL, SOYBEANS (EGYPT) Quantity: 20,000 MT. Quality: U.S. quality, 44 - 48% protein. Delivery: Immediate Soybeans, Quantity: 250,000 MT. Quality. U.S. No. 2 yellow. Delivery: (To be scheduled with shipper). Quote. C&F Alexandria and FOB bulk and bagged. Bank Ref: Feisal Islamic Bank, Alexandria Branch, Alexandria. CONTACT: Mr. Mahmoud El Gadawi, El Gadawi Trading Co., 172 Omar Lotfy Sporting, Alexandria, Egypt. Phone: 5968007 or 848837. Telex: 54200 COMANX UN. (WK 50/TOFAS 0087)

VARIOUS KINDS OF FRUIT AND VEGETABLE SEEDS (TAIWAN). Quantity: To be negotiated. Quality: For planting. Packaging: Small bages. Delivery: prompt. Quote. FOB or CIF. Bank Ref: Overseas Chginese Commercial Banking Corp. CONTACT. Mr. M. H. Shih, Abbey International Co., Ltd., P.O. Box 73-77, Taipei, Taiwan. Telex: 12760 ABBEY. Phone: (02) 394-1587. (WK 50/TOFAS 0227)

WHITE BEANS & RED BEANS (BELGIUM) Wants white and red beans. Quantity: 300 to 1,000 MT. Quality: Wishes first to receive samples of various qualities, as well as results of analysis including foreign materials, grading and purity. Packaging: In jute or polypropylene bags. Delivery: ASAP after order is placed. Quote: FOB, CIF Turkey and CIF Antwerp. CONTACT: Mr. Berkel and Mr. Kapanci. INOVRA sprl, Quai des Usines 155 Box 1, B-1210 Brussels. Belgium. Phone: 2/216 35 26 & 2/216 40 21. Telex: 64048. (WK 50/TOFAS 0043)

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MARKETING ANNOUNCEMENT

International Trade Fair, Australian International Food and Drink Exhibition, September 22-25, 1986. The second biennial Food and Drink exposition is scheduled to take place at the Royal Exhibition Building in Melbourne. In 1984, over 180 exhibitors revealed their products to more than 6,000 trade buyers. This was the largest show ever of this type staged in Australia. Although, the U.S. Department of Agriculture does not have an official pavilion at this show, a brochure and application for more information are available at the following address:

USDA/FAS/Export Programs Division
Room 4944-South Building
Washington, D.C. 20250
Telephone: (202) 447-3031.

TECHNICAL OFFICE

Notice of Foreign Proposals Concerning Standards in Agriculture. As required of all signatories to the GATT Standards Code, the following notifications of foreign proposed standards-related rules have been provided for the information and comment of interested agencies and firms. The Technical Office invites inquiries from anyone who believes that any of the proposed regulations notified under this heading could cause a trade problem. From time to time we also receive information through our embassies in foreign countries, as is the case this week. Request for copies or questions can be referred to Carolyn Fillmore Wilson, USDA Technical Office, Building 1072 BARC - East, Beltsville, MD. 20705; or telephone (301) 344-2651. After reviewing a particular proposal, anyone interested in commenting on it should include the TBT Notification Number in their communication.

Finland - TBT Notification 85. 172 The Finnish Ministry of Trade and Industry has proposed a decree on foodstuffs obtained from medically treated animals. The proposed decree lays down new quarantine periods for such products. The proposed decree will replace the decree on foodstuffs obtained from animals treated with antibiotics. The objective and rationale for the proposal is human health. Final date for comments on the proposal is January 31, 1986.

Canada - Canadian Health and Welfare (H&W) has informed U.S. authorities of violations of the Canadian tolerance level for Amitraz on U.S. fresh pears coming into Canada. The Canadian tolerance level for Amitraz is 0.1 PPM.
H&W inspection and monitoring for residues on pears has been tightened up as a result of the recent findings. U.S. exporters need to be aware that Amitraz is not registered for use in Canada and residue levels above 0.1 PPM will be deemed to be in violation of Canada's Food and Drug Act. H&W has authority to detain, destroy or return imports with residues above the tolerance level. Canadian authorities are strictly enforcing this regulation.

Spain - We have received word that the Spanish Government may be broadly applying the provisions of Royal Decree No. 2058 dated August 12, 1982 which established general regulations for the labeling, presentation and advertising of packed food products "for direct sale to end users (consumers), as well as for food products supplied to restaurants, hospitals and other establishments of similar chacteristics." Decree No. 2058 requires that labels of all imported products must show the following information in the Spanish language:

- Denomination of product or description thereof.
- List of ingredients.
- Weight or volume expressed in the metric system.
- Minimum shelf-life period, using the legend "to be consumed preferably prior to -----."
- Name and address of manufacturer, packer or importer.
- Country of origin.

DOUBLE MARKETING OPPORTUNITY

INTERNATIONAL TRADE SHOW - FOOD & HOTEL ASIA 86, SINGAPORE
U.S. FOOD EXHIBITION, HONG KONG

Southeast Asia's leading international event for the food, drink, hotel and catering industry is scheduled for May 13-16, 1986. The Singapore show, held every other year, attracts more than 22,000 trade only visitors and 950 participants from 28 countries.

A U.S. Pavilion has been reserved with space for 63 booths. Now is the time to reserve your booth.

The May 6-7, 1986 scheduling of the U.S. Food Exhibition in Hong Kong affords the chance to take advantage of multinational marketing exposure. According to the Ag Officer, U.S. products with the greatest potential are: chilled or frozen meats (including beef and pork), poultry, seafood (fresh water fish, lobster, crab), fresh fruit (apples, oranges, grapes, cherries, berries), fresh and canned fruits and vegetables, juices, ice cream and dairy products, chocolate and confectionary items, wines, nuts, and all processed meat and poultry products.

Sixty booths are available on a first come, first served basis for this outstanding marketing effort. For further information on both opportunities, please write or call:

Export Programs Division
Room 4944-South Building
14th & Independence Ave., S.W.
Washington, D.C. 20250

(202) 447-3031

GUIDELINES FOR RESPONDING TO INQUIRIES

Based on comments from firms to Foreign Agricultural Service representatives aboard, there are two main reasons companies are unsuccessful in their attempts to develop trade relationships from opportunities presented--delays in responding to trade inquiries and ineffective correspondence. The following guidelines may prove helpful when responding to trade inquiries.

ALWAYS REPLY QUICKLY

USE TELEX. Telex is the communication mode expected by most foreign buyers. If more details are required, a brief telephone call is also an effective way to indicate your interest. delay gives the edge to your competition. unless otherwise specified by foreign inquiry, correspondence in English is acceptable.

ALWAYS RESPOND COMPLETELY

ON YOUR FIRM. Furnish bank and trade references, pertinent company history, and relevant exporting experience. It is also useful to mail a copy of your annual sales report. Establish your firm as a reliable source of supply.

ON YOUR PRODUCT. Supply complete product information. Use the metric system of measurement. American standard weights, measures and dimensions have little meaning in most overseas countries. When responding by mail, descriptive and illustrative brochures should be include, but not relied on, to do the whole selling job.

ON YOUR PRICE. Include full price information when possible, and a devivery date. Quote the price requested or a CIF price (cost, insurance, and freight) to a port in the inquirer's country. A freight forwarder will be able to help you determine insurance and freight prices for the products involed. Specific terms of payment should be clearly stated. Information provided should, whenever possible, be sufficient for the customer to place an order without the delay of further correspondence.

ALWAYS REPLY EFFECTIVELY

BE SPECIFIC. Ask specific questions to pinpoint buyer's needs. If the inquiry does not clearly specify products or services desired, let the buyer know what you have available. Do not neglect imprecise inquiries.

BE DISCRETE. Seek credit data from sources other than the overseas firm. Personal requests for credit information are considered discourteous in many countries. Such information is easily obtained from reliable and objective sources such as your bank's international department.

BE ORIGINAL. When relpying by mail, do not use form letters. Form letters are frequently discarded by overseas buyers. Keep correspondence friendly and interesting. Avoid using slang. Create an impression of personal and exclusive interest.

BE ACCURATE. Check the correct address of the foreign firm, whatever mode of reply. When writing, do not discard the envelope until you are sure the complete address (including the country) is on the firm's letterhead. The return address should provide your company's full name and address, including "U.S.A". After the zip code. Include your cable address and telephone number.

BE SMART. Do not disregraud inquiries with less-than-perfect English. Quite possibly, it is a legitimate sales lead but the writer knows English only as a second language. Also, if the printing quality of the stationery does not meet standards you ordinarily expect, keep in mind that printing standards in your correspondent's country might be quite different. Despite first impression, the inquiry may be from a reputable, well-established firm.

FOLLOW-UP. If a reply is not received within a reasonable time, follow-up with a second telex. You may have missed the original export opportunity, But may still be able to begin a business relationship.

Marketing Announcements

Country	Market Briefs by Subject	
United Kingdom	1. Peanuts	15. Furskins
"	2. Kiwifruit	16. Strawberries
"	3. Petfood	17. Beer
"	4. Meats	18. Sweet Peppers
"	5. Raspberries	19. Chili Peppers
"	6. Sunflower Seeds	20. Mangoes
"	7. Garlic	21. Grocery
Retailing		
"	8. Wine	22. Apples
"	9. Pulses	23. Grapes
"	10. Consumer Cooking Oils	24. Pears
"	11. Pineapple Juice	25. Food
Processing		
		and Food
Servicing		
		Market
"	12. Cigars	26. Peaches
"	13. Honey, Beeswax, and Royal Jelly	27. Almonds
		28. Walnuts
"	14. Pistachios	
West Germany	1. Frozen Foods	
"	2. Pistachios	
"	3. AQUACULTURE - Potential Market	
"	4. Frozen Blueberries	
"	5. Chanterelle Mushrooms	
Singapore	1. Fresh Fruits	
"	2. Fresh vegetables	
"	3. Poultry, Meat and Fish	
"	4. Changing Food Shopping Habits	
Tunisia	Tunisian Value Added Products	
Saudi Arabia	1. Saudi Taste in Vegetables	
"	2. Saudi Arabia's 1984 Imports (Value-Added Products)	

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